

The Best Thing in Pencils—

"A BETTER PENCIL"

Feeds the lead both ways --- in or out --- and expels it.

No waste---it uses it all.

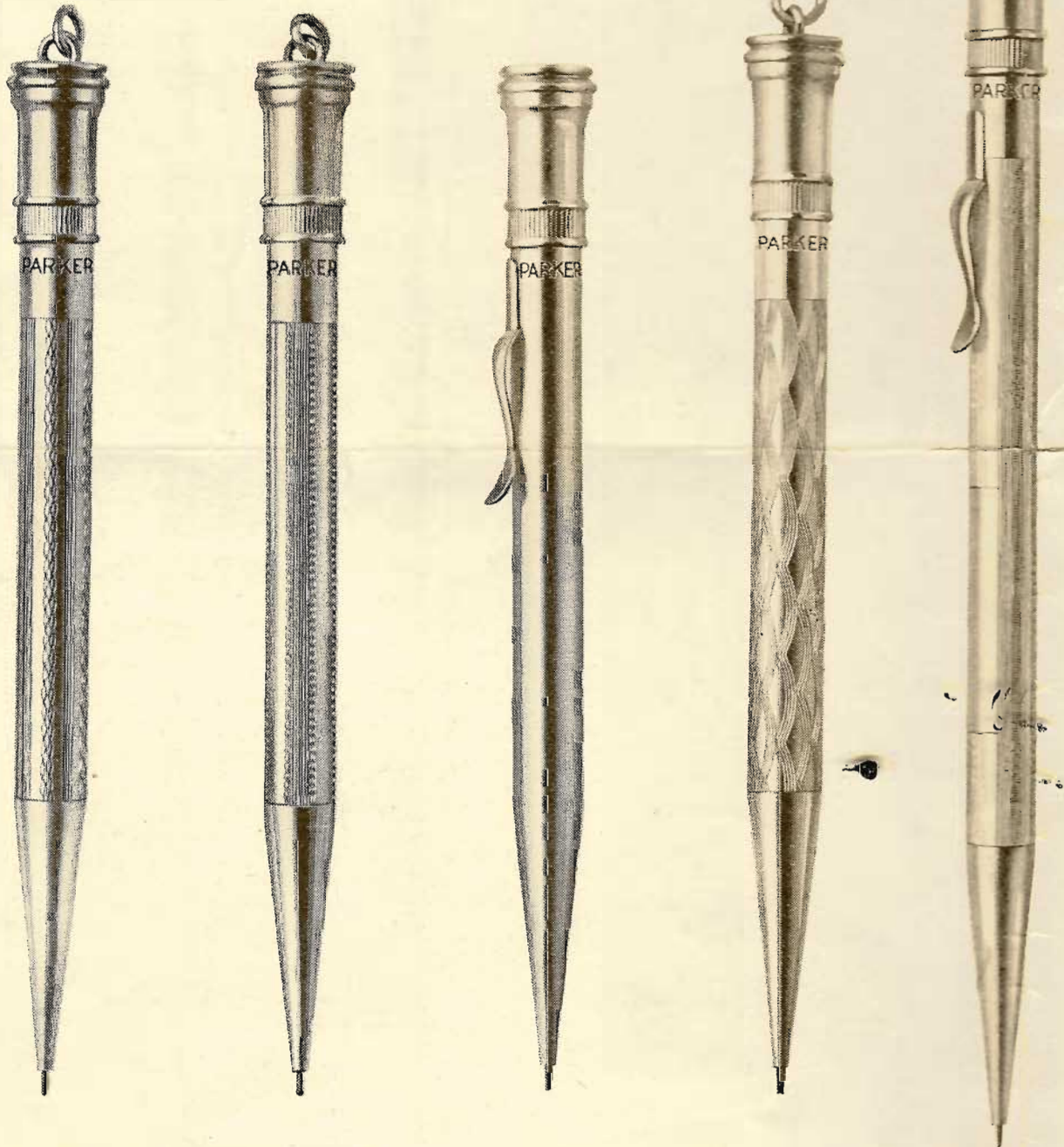
Refills without disassembling---time five seconds.

Positively can not clog the tip.

Does not shave or scratch the lead.

Eraser is instantly accessible---cap is locked on with a bayonet lock---perfectly safe but instantly removable.

Holds a dozen extra leads.



<i>Green Gold Filled</i> ----	No. 402 R M \$4.50	No. 403 R M \$5.50	No. 401 C M \$4.00	No. 404 R M \$5.50	No. 405 C L \$6.00
<i>Yellow Gold Filled</i> ----	No. 502 R M \$3.50	No. 503 R M \$4.50	No. 501 C M \$3.00	No. 504 R M \$4.50	No. 505 C L \$5.00
<i>Sterling Silver</i> ----	No. 302 R M \$3.00	No. 303 R M \$3.50	No. 301 C M \$2.50	No. 304 R M \$4.00	No. 305 C L \$4.00
<i>Triple Silver Plate</i> ----	No. 202 R M \$2.00		No. 201 C M \$1.50		

If neither clip nor screw ring is wanted on sterling or gold filled pencils, retail price is 50c less

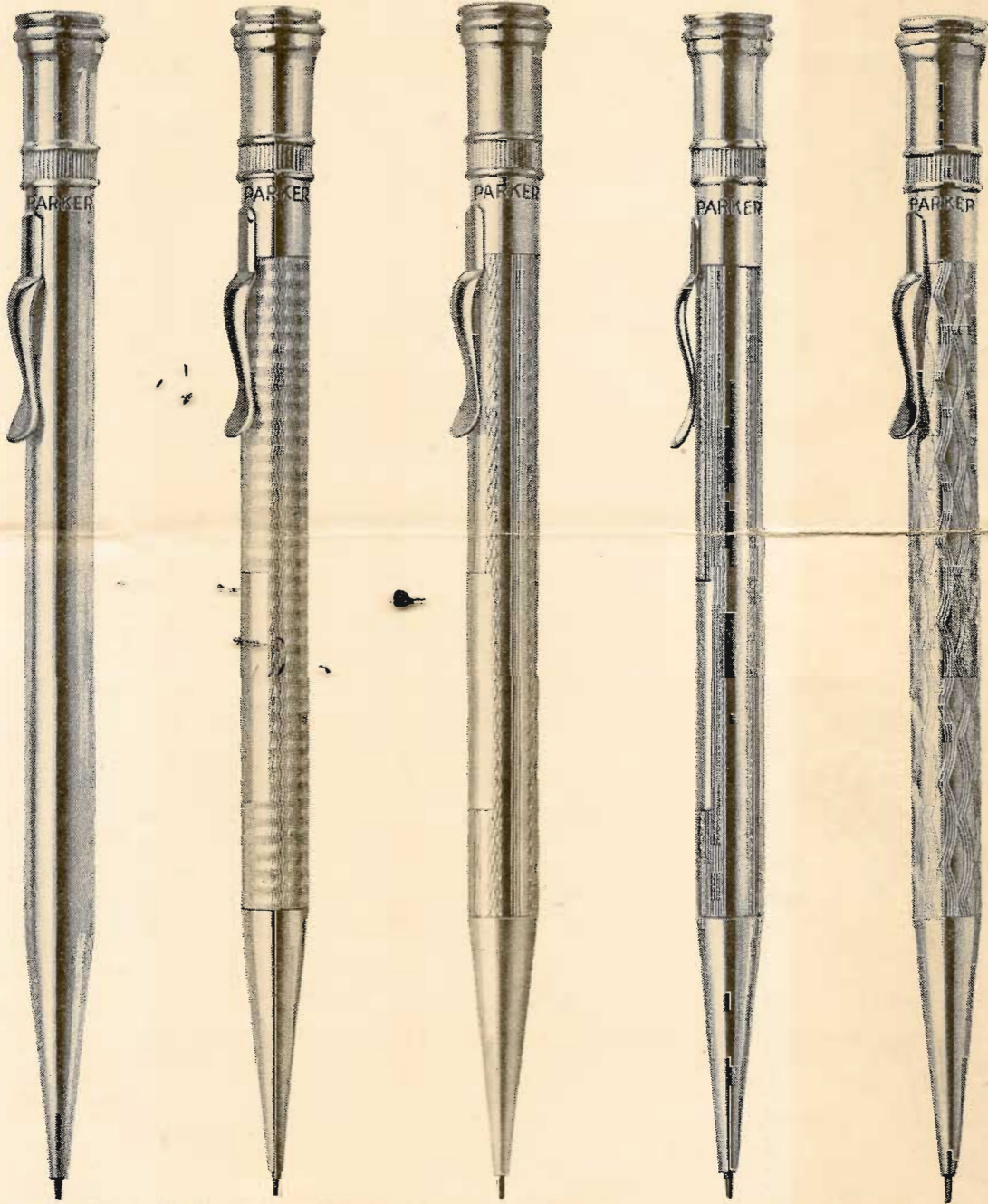
than quoted above; on silver plate pencils 25c less. The letter "R" indicates pencil has ring on cap.

Parker "Lucky Lock" Pencil

"A BETTER PENCIL"

Uses standard sized leads--1¼ inches long.
The best looking pencil made--note the graceful taper of the point.

Light in weight and perfectly balanced.
Made by a company of 30 years' standing--this pencil won't become an orphan on your hands.



<i>Green Gold Filled</i>	No. 401 C L \$4.00	No. 406 C L \$5.50	No. 402 C L \$4.50	No. 403 C L \$5.50	No. 404 C L \$5.50
<i>Yellow Gold Filled</i>	No. 501 C L \$3.00	No. 506 C L \$4.50	No. 502 C L \$3.50	No. 503 C L \$4.50	No. 504 C L \$4.50
<i>Sterling Silver</i>	No. 301 C L \$2.50	No. 306 C L \$4.00	No. 302 C L \$3.00	No. 303 C L \$3.50	No. 304 C L \$4.00
<i>Triple Silver Plate</i>	No. 201 C L \$1.50		No. 202 C L \$2.00		

The letter "C" indicates pencil is equipped with clip.

The letter "L" indicates full length pencil.
The letter "M" indicates medium length pencil.



PARKER INK

"MAKES MILLIONS THINK."

The best ink for fountains pens and all general writing purposes. Triple strained through silk, no sediment, permanent in its record qualities.

Prices F. O. B. Janesville or New York.

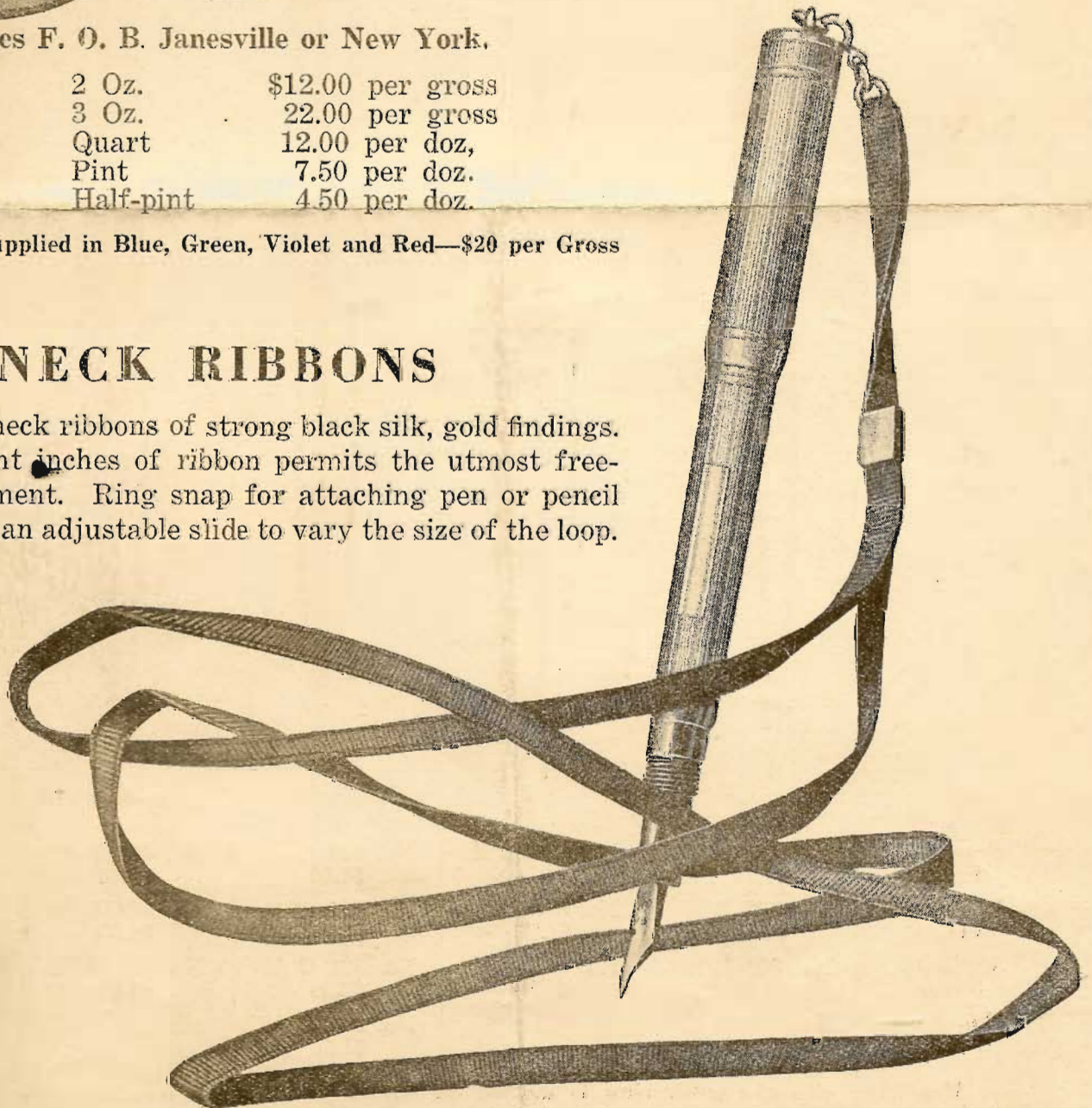
010	2 Oz.	\$12.00 per gross
15	3 Oz.	22.00 per gross
01	Quart	12.00 per doz,
02	Pint	7.50 per doz.
03	Half-pint	4.50 per doz.

2 oz. size also supplied in Blue, Green, Violet and Red—\$20 per Gross

NECK RIBBONS

Beautiful neck ribbons of strong black silk, gold findings. The forty-eight inches of ribbon permits the utmost freedom of movement. Ring snap for attaching pen or pencil to ribbon, and an adjustable slide to vary the size of the loop.

**Retail
Price
\$1.00**



Two Popular Small Assortments



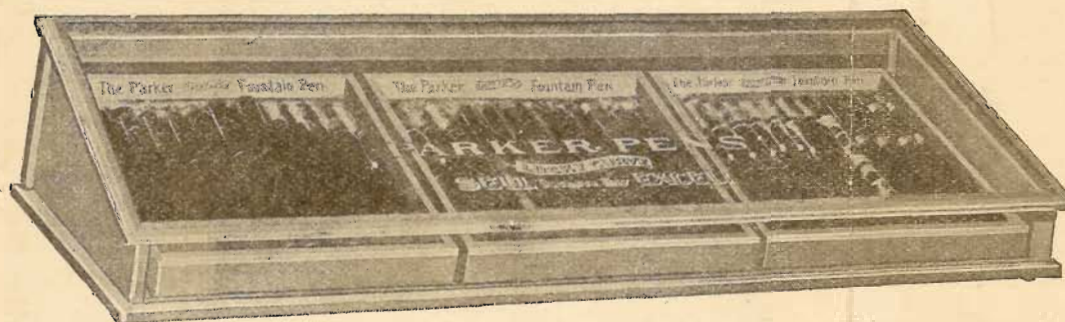
2 Dozen Assortment	
Sells for	\$79.00
Costs	\$45.15
Your profit	\$33.85

The two Parker Pen displays illustrated on this page are the smallest regular assortments issued. Notwithstanding the relatively small investment, both of these assortments show off to an excellent advantage and both have proven themselves to be remarkable money makers.

These are made up particularly for dealers who do not want to miss any fountain pen business but at the same time do not want to make a heavy investment.

The pens in the two and three dozen assortments are all medium priced, quick moving numbers.

The display cases are sold for \$8.00 (3 dozen size) and \$5.25 (2-dozen size). To offset this expense to the dealer free pens equal to the cost of case at retail are issued gratis. When these pens are sold, the money paid for the case is entirely recovered.



3 Dozen Assortment	
Sells for	\$124.25
Costs	\$71.02
Your profit	\$53.23